

Message Text

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PAGE 01 BOGOTA 02041 111356Z

51

ACTION ARA-10

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /018 W

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R 082141Z MAR 74

FM AMEMBASSY BOGOTA

TO USDOC WASHDC

INFO SECSTATE WASHDC 1678

AMCONSUL CALI

AMCONSUL MEDELLIN

LIMITED OFFICIAL USE BOGOTA 2041

EO 11652: NA

TAGS: BEXP CO

SUBJ: TUMACO OIL REFINERY PROJECT - COUNTRY COMMERCIAL PROGRAM
(CCP)

REF: BOGOTA 1773

1. COMATT CALLED MAR 8 ON ERNESTO ZAPATA, DIR MANUFACTURES, ECOPETROL, STATE OIL COMPANY.
2. ZAPATA RELATED THAT JAPAN GASOLINE SHOWED HIGHEST PRICES WHEN ENVELOPS OPENED ON SCHEDULE MAR 5. ALL FIVE BIDDERS MET DEADLINE.
3. IN SPITE JG'S APPARENTLY HIGHER PRICE, HOWEVER, ZAPATA "FEARS" THAT TECHNICAL AND COMMERCIAL EVAL MAY KEEP BOTH JG AND CHIYODA WELL IN RUNNING.
4. HE PROFESSED THAT TECHNICIANS AT ECOPETROL FAVOR US EQUIPMENT AND ARE DISENCHANTED WITH SMALL ENGINEERING MISTAKES JAPANESE HAVE MADE ON PREVIOUS PROJECTS. HE SAID, FOR EXAMPLE, THAT JAPANESE TEND TO BUILD PLATFORMS FOR PERSONS OF VERY SMALL STATURE RATHER THAN LARGE ENOUGH TO ACCOMMODATE ECOPETROL WORKERS.
5. ZAPATA SAID THAT IF DURING COURSE OF EVAL IT APPEARED THAT

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FOSTER WHEELER MIGHT LOSE BECAUSE OF MINOR TECHNICAL OR COM-

MERCIAL MATTERS SUBJECT TO CORRECTION, HE WOULD NOT HESITATE
TO SEEK ASSISTANCE OF EMBASSY IN FINDING SOLUTIONS.

6. PLEASE INFORM FOSTER WHEELER. FOSTER WHEELER SHOULD PROTECT
ZAPATA.
WHITE

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NNN

Message Attributes

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Disposition Approved on Date:
Disposition Authority: MorefiRH
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Disposition Reason:
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